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GOVERNMENT DOCUMENTS



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THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

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# ANNUAL REPORT

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1987 - 1988

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## 1987/1988 EXECUTIVE COMMITTEE

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### PRESIDENT

BARRIE R. BOATMAN, *The Tridon Companies*

### 1ST VICE-PRESIDENT

JOYCE MONGEON, *Joymarmon Limited*

### 2ND VICE-PRESIDENT

EDMUND A. SHAKER, *Inch, Easterbrook & Shaker*

### TREASURER

DONALD P. LUZZI, *CHML/CKDS Radio*

### PAST-PRESIDENT

NORMAN B. PREECE, *Consultant, Corporate Advisory Services*

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## COMMITTEE CHAIRMEN

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### BUSINESS DEVELOPMENT

R. PURCELL, *Bank of Montreal*

### CORPORATE CHALLENGE

J. TAYLOR, *Navistar International*

### DUNDAS DIVISION

G. SCHUMACHER, *Cloke & Son Ltd.*

### EDUCATION & STUDENT SERVICES

H. RUSSELL, *Bank of Montreal*

### FINANCE AND TAXATION

WM. TRAYNOR, *Durward Jones Barkwell & Co.*

### GOVERNMENTAL AFFAIRS

A. TAPAJNA, *Mohawk College*

### HOSPITALITY AND TOURISM

B. MASSEY, *Royal Connaught Hotel*

### INDUSTRIAL RELATIONS

D. NICHOLSON, *Dofasco Inc.*

### INTERNATIONAL TRADE

L. STEPHENSON, *Firestone Canada Inc.*

### SPECIAL EVENTS

J. BRUNO, *Hamilton Apartment Association*

### TRANSPORTATION

L. KIRKBY, *Hamilton Construction Association*

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## THE DIRECTORS

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M. BOUGHTON, *Deloitte Haskins & Sells*

J. K. CARMAN, *Westinghouse Canada Inc.*

T. M. CONOLEY, *Bell Canada*

W. A. H. FILER, *Filer Consultants Ltd.*

J. FITZPATRICK, *Dofasco Inc.*

E. C. IRVING, *Lloyds Bank of Canada*

L. MARTINI, *Rogers Cable TV*

B. MASSEY, *Royal Connaught Hotel*

R. J. MILBOURNE, *Stelco Inc.*

W. N. PARKER, *CAMCO Inc.*

J. R. PIER, *WABCO Ltd.*

R. D. SEYMOUR, *Union Gas Ltd.*

Dr. G. TORRANCE, *McMaster University*

J. WATSON, *Hamilton Automobile Club*

J. WOOD, *Kent Tile & Marble Co. Ltd.*

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## ONTARIO CHAMBER OF COMMERCE REPRESENTATION

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E. C. IRVING, *Lloyds Bank of Canada*

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## CANADIAN CHAMBER OF COMMERCE REPRESENTATION

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W. L. WALLACE, *Dofasco Inc.*

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## MANAGEMENT STAFF

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EXECUTIVE DIRECTOR

R. J. WHYNOTT

DIRECTOR OF COMMUNICATIONS

J. S. McDOWELL

DIRECTOR OF POLICY

K. G. DREWITT

HONOURARY SOLICITOR: J. F. REESOR, Q.C.

*Lazier, Hickey, Langs, O'Neal*

AUDITOR: CLARKSON GORDON

BANK: CANADIAN IMPERIAL BANK OF COMMERCE

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## THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

### "MISSION STATEMENT"

- To help build the economy of Hamilton and District;
- To serve as the voice of the business community of Hamilton and District;
- To provide a forum for the business community to develop opinions and programs which contribute to the social, economic and physical quality of life in Hamilton and District;
- To promote a society and economy based on private enterprise and concern for the individual;
- To communicate information on topical subjects of interest to the members;
- To facilitate business and social contact among members; and
- To promote Hamilton and District as a good place in which to live, work and visit.



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## The Chamber in 1987

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**BARRIE R. BOATMAN, *President***



1987 saw the final stage of the Chamber's three year strategic plan become a reality. The plan was designed to improve employment prospects in our community.

In year one (1985) past president Norm Preece focused community attention on the problem of unemployed youth. The results achieved by the Youth Trust organization he ultimately created and led have been dramatic and the youth unemployment crisis of 1985 is not an issue in 1988.

Wayne McCraney, your 1986 president, then took the plan to stage two by highlighting the hospitality industry. Your Chamber was convinced that this sector of the local economy held enormous potential for the community in terms of attracting new investment and employment opportunities. The record clearly shows that this vital sector has experienced a dramatic turn-around in a very short period of time. The Chamber was proud to play a major role.

In 1987, both your local Chamber and the Canadian Chamber started programs designed to ensure the competitiveness of Canadian industry in a global economy and thereby enhance future employment opportunities.

At the local Chamber level, a "Partners in Excellence" committee was formed to identify skills training needs in our community. The committee, headed by Mr. Ray McCormick, has produced a report for action by the board of directors. At the same time as this committee was starting its study, an ad hoc community team was established to determine how all interested elements of our community could work together to focus attention on the need for appropriate skills training at all levels. The outcome was the formation of a "champion" organization, the Hamilton-Wentworth skills training advisory committee (HWSTAC). This organization has been formed to serve as:

"A community based regional centre for identifying and effecting education, skills training and retraining needs to meet the goal of global competitiveness."

The Chamber is pleased at this development, having been involved in the Ad Hoc forming committee. It will play an on-going role through membership on its board of directors.

The Canadian Chamber introduced a program at the annual meeting in September 1987 entitled "Focus 2000". Four areas have been selected for consideration:

- Entrepreneurship,
- Science and Technology,
- Investment capital, and
- Harnessing change.

The task forces studying these topics will make recommendations for an action plan which will be presented at the 1988 annual meeting.

Again, at the local level, two task forces were established during the past year. One, under the leadership of Mrs. Joyce Mongeon the incoming president, studied ways in which the Chamber could be made more meaningful to the membership. An implementation program based on the task force recommendations is now under way.

The second task force, headed by Mr. J. K. Carman, studied ways in which the Chamber might become more involved in the economic development of our community.

In every other area of activity I am satisfied that the Chamber maintained the high performance level to which the membership has become accustomed. Special events and functions of an educational, social and even athletic interest (Corporate Challenge) were liberally sprinkled throughout the year. We continued to be effective in our on-going campaign of representing the business community before all levels of government. Financially we finished the year with a small surplus. Our committee structure continued to attract the participation of competent, quality individuals.

I should like to thank the board of directors and all committee members for their dedication, hard work and support during the year. I should also like to thank our executive director, Reg Whynott, and his staff for their guidance and counsel which were invaluable during my term of office.

It has been a privilege to act as your president in the past year and I wish the new president, Joyce Mongeon, and the Chamber, every success in 1988/89.

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE**  
(Incorporated without share capital under the laws of Canada)

**BALANCE SHEET**

**DECEMBER 31, 1987**  
(with comparative figures for 1986)

	1987	1986
<b>ASSETS</b>		
CURRENT:		
Cash and short term deposits (statement 3)	\$153,528	\$ 44,168
Accounts receivable	192,252	174,320
Inventories	18,919	10,919
Prepaid expenses and supplies	14,193	12,047
Total current assets	<u>378,892</u>	<u>241,454</u>
FIXED (note 3):		
Furniture, fixtures and leasehold improvements	533,212	523,801
Less accumulated depreciation and amortization	266,580	233,616
	<u>266,632</u>	<u>290,185</u>
	<u>\$645,524</u>	<u>\$531,639</u>
<b>LIABILITIES</b>		
CURRENT:		
Accounts payable and accrued charges	\$ 65,791	\$ 63,782
Fees received in advance	171,894	66,446
Total current liabilities	<u>237,685</u>	<u>130,228</u>
SURPLUS (statement 2)	407,839	401,411
	<u>\$645,524</u>	<u>\$531,639</u>

See accompanying notes to financial statements



**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE  
STATEMENTS OF REVENUES AND EXPENSES AND SURPLUS**

**YEAR ENDED DECEMBER 31, 1987**  
(with comparative figures for 1986)

	1987	1986
<b>STATEMENT OF REVENUES AND EXPENSES</b>		
Revenues:		
Membership fees	\$340,569	\$329,988
Membership Directory and special publications — net	44,942	35,470
Group insurance	11,456	13,448
Other including investment income	8,698	10,235
Total revenues	<u>405,665</u>	<u>389,141</u>
Expenses:		
Secretariat expenses	315,539	281,368
Club operations	83,698	87,889
Total expenses	<u>399,237</u>	<u>369,257</u>
Excess of revenues over expenses for year	6,428	19,884
Surplus at beginning of year	<u>401,411</u>	<u>381,527</u>
Surplus at end of year	<u><u>\$407,839</u></u>	<u><u>\$401,411</u></u>

See accompanying notes to financial statements

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE  
STATEMENT OF CASH FLOWS**

**YEAR ENDED DECEMBER 31, 1987**  
(with comparative figures for 1986)

	1987	1986
Cash provided by (used in) operations:		
Excess of revenues over expenses for year	\$ 6,428	\$19,884
Add depreciation and amortization which do not require a cash payment	32,963	31,983
	<u>39,391</u>	<u>51,867</u>
Changes in components of operating working capital providing (reducing) cash —		
Accounts receivable	(17,932)	(9,122)
Inventories	(8,000)	755
Prepaid expenses and supplies	2,146	(2,734)
Accounts payable and accrued charges	2,009	355
Fees received in advance	105,448	(72,127)
Cash provided by (used in) operations	<u>118,770</u>	<u>(31,006)</u>
Purchase of fixed assets	(9,410)	(11,095)
Increase (decrease) in cash during the year	<u>109,360</u>	<u>(42,101)</u>
Cash and short term deposits at beginning of year	44,168	86,269
Cash and short term deposits at end of year	<u><u>\$153,528</u></u>	<u><u>\$44,168</u></u>

See accompanying notes to financial statements



# AUDITORS' REPORT AND NOTES TO FINANCIAL STATEMENTS



## Clarkson Gordon

Chartered Accountants  
Suite 440  
100 King Street West  
Hamilton, Canada L8P 1A2  
Telephone: (416) 526-8880

### AUDITORS' REPORT

The Directors and Members,

The Hamilton and District Chamber of Commerce:

We have examined the balance sheet of The Hamilton and District Chamber of Commerce as at December 31, 1987 and the statements of revenues and expenses and surplus and cash flows for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of The Hamilton and District Chamber of Commerce at December 31, 1987 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Hamilton, Canada,  
March 2, 1988.

Chartered Accountants

## THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 1987

### (1) Summary of significant accounting policies —

#### (a) Basis of accounting:

The accrual basis of accounting is used in the preparation of the financial statements. Under this method membership revenues and expenses are recorded in the year to which they relate and other revenue is recorded when earned.

#### (b) Inventories:

The inventories consist of food and bar supplies held for resale and are valued at the lower of cost and net realizable value with cost determined on a first-in, first-out basis.

#### (c) Fixed assets:

Fixed assets consisting of furniture, fixtures and leasehold improvements, are recorded at cost less accumulated depreciation and amortization. Gains or losses on the disposal of fixed assets are included in the statement of revenues and expenses and the cost and accumulated depreciation and amortization related to these assets are removed from the accounts.

Depreciation of furniture and fixtures is computed at 10% of cost on a straight-line basis and amortization of leasehold improvements is provided on a straight-line basis over the term of the lease.

Expenditures for repairs and maintenance are charged to operations as incurred.

### (2) Commitment —

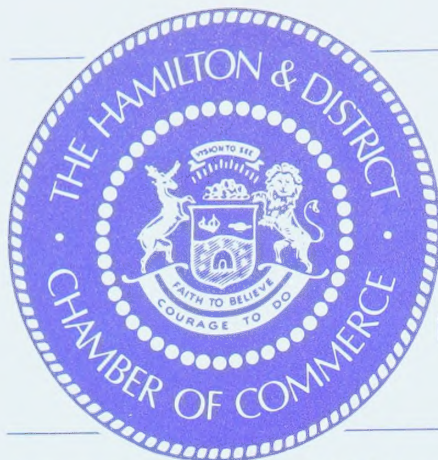
The Chamber has agreed to lease its facilities for a ten year period ending May 31, 1990 with a further ten year renewal option. The minimum annual rental is approximately \$70,000.

### (3) Fixed assets —

	1987			1986
	Cost	Accumulated depreciation and amortization	Net depreciated value	Net depreciated value
Secretariat:				
Furniture and fixtures	\$ 41,681	\$ 35,102	\$ 6,579	\$ 7,211
Leasehold improvements	11,165	4,234	6,931	7,490
	52,846	39,336	13,510	14,701
Club:				
Furniture and fixtures	131,354	99,237	32,117	42,116
Leasehold improvements	349,012	128,007	221,005	233,368
	480,366	227,244	253,122	275,484
	\$533,212	\$266,580	\$266,632	\$290,185

**FOR THE  
HAMILTON AND DISTRICT  
CHAMBER OF COMMERCE  
AS AT  
DECEMBER 31, 1987**





# "FOR THE RECORD"

## THE ACTIONS OF THE COMMITTEES OF THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE ON BEHALF OF — AND FOR THE BENEFIT OF — ITS MEMBERS AND THE COMMUNITY

★ THE FOLLOWING IS BY NO MEANS COMPLETE. IT IS INTENDED ONLY AS A GUIDE AND A HISTORICAL RECORD OF THE WIDE-RANGING ACTIVITIES OF THE CHAMBER DURING THE PAST TWELVE MONTHS. HOWEVER, IT WILL CLEARLY REFLECT THE AREAS WHICH WERE OF GREATEST CONCERN TO THE ORGANIZATION AND OUTLINE THE ACTIONS AND POSITIONS TAKEN BY THE MEMBERSHIP IN AN EFFORT TO RESOLVE THEM.

### BUSINESS DEVELOPMENT

#### R. PURCELL

#### Chairman

- Organized an extremely successful "Outstanding Business Achievement Awards Ceremony and dinner".
- Through its very active zoning subcommittee, it maintained a watchful eye and provided input to all levels of government on many aspects of community planning.
- Participated once again in the "STUDENT VENTURE CAPITAL PROGRAM" co-sponsored by the Minister of Skills Development and the Royal Bank of Canada.
- In order to stay current with major initiatives in the community, leading representatives of the following organizations addressed the committee: Tempus Air; Hamilton Airport; Hamilton-Wentworth Third Sector Employment Enterprises; Royal Bank of Canada on "Franchising"; Kosar & Macaluso re: "Trade Mission to West Germany"; Entrepreneurship Institute of Canada; and Fenn International Associates.
- Continued on-going discussions with Regional Government officials on the structure, programs and directions of the Economic Development Department.
- Hosted a Membership Breakfast with James Bullock, President, Cadillac-Fairview, who spoke about the new Eaton development in downtown Hamilton. The event jammed the Executive Dining Room.
- Provided representation to the Business Land Use Advisory Board established by the City of Hamilton.
- Organized an interesting "Security Seminar" to assist retailers and other small business owner/operators.
- Provided representation to the Ottawa Street Business Improvement Area "Business Watch" Program.
- Endorsed and supported a proposal from the Region of Hamilton-Wentworth which called for the establishment of a "Small Business Centre".
- Assisted the "Employee Adjustment Committee" of Firestone Canada Inc. in its efforts to locate employment opportunities for employees confronted with unemployment following the plant closure.

### CORPORATE CHALLENGE

#### J. TAYLOR

#### Chairman

- Organized the Fourth Annual Hamilton Corporate Challenge.
- In 1987 the event attracted 80 teams (20 persons per team) from area business, industry and community organizations.

- Worked in co-operation with McMaster University (the site of the event) and the City of Hamilton Culture and Recreation Department (responsible for the physical and technical arrangements) to ensure the success of the event.
- Inaugurated the "J. N. (Joe) HUNTER BUILDER AWARD" to recognize the volunteer contributions of a team organizer, participant or volunteer who was judged to have played a significant role in the overall success of Corporate Challenge. Mr. Hunter was the first Chairman of Hamilton's Corporate Challenge and passed away in 1985.

### DUNDAS DIVISION

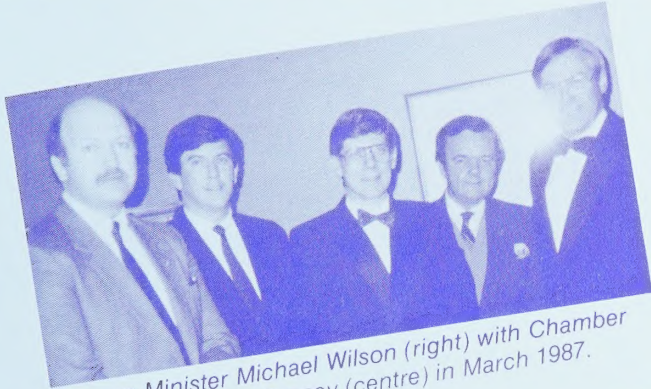
#### G. SCHUMACHER

#### Chairman

- Hosted another successful "Small Business Income Tax Seminar". The program was again co-ordinated by D. W. Robb Chartered Accountants.
- Arranged and hosted the Opening Ceremonies of "Cactus Festival '87".
- Continued to operate the "Farmers Market" every Thursday as a service to the community.
- Sponsored and participated in two (2) "Project Business" classes in 1987. Division members provided one hour of classroom time for 14 weeks during the spring and fall. Project Business is a Division of Junior Achievement.
- Supported the introduction of "Market Value Assessment" to the community.
- Approved Chamber participation on "Welcome to Dundas Signboards" then sponsored the appropriate signs featuring the Chamber logo.
- Entered a team in the Town's Service Club Bonspiel.
- Hosted a representative of the Chamber's Group Insurance Plan for the purpose of up-dating themselves on the coverage it provides to participating members.
- Arranged and hosted ceremonies officially lighting the Town Christmas Tree. The largest crowd in the history of the event was in attendance.
- Hosted Mayor Seldon as a luncheon guest speaker with a view to discussing with her areas of mutual concern.
- Initiated discussions with Stallholders at the Farmers Market to seek their views on moving the Market to a new location in order that the Town might proceed with plans to insert a Parkette in the current location.
- Conducted a survey of interested community groups for the purpose of determining existing support or opposition to a Saturday Farmers Market operation.



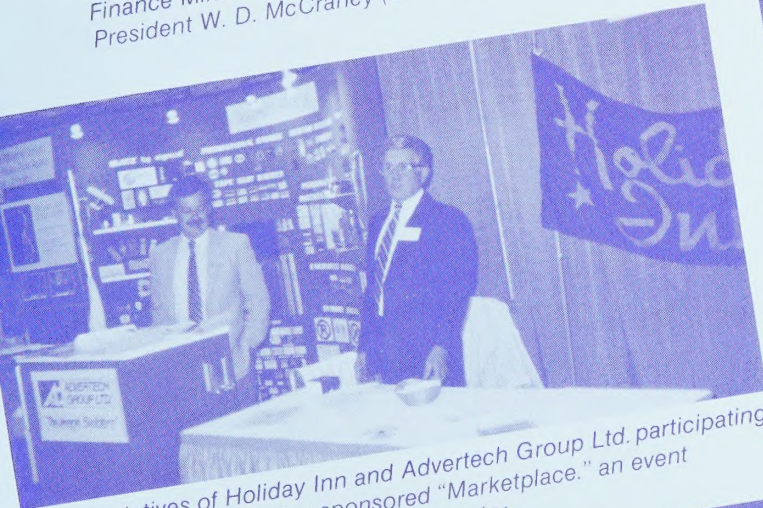
# A PICTORIAL PROFILE OF 1987



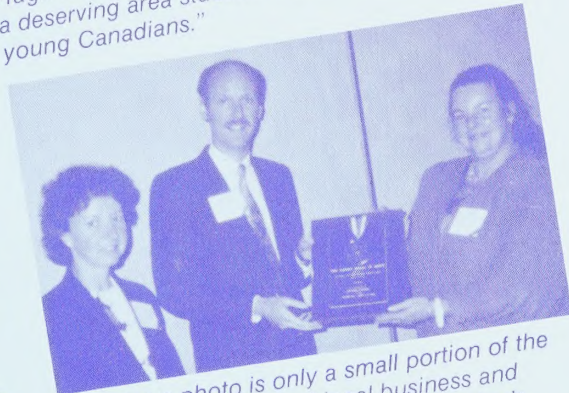
Finance Minister Michael Wilson (right) with Chamber President W. D. McCraney (centre) in March 1987.



Hugh Russell (Education Committee) presents cheque to a deserving area student to assist attending at "Forum for young Canadians."



Representatives of Holiday Inn and Advertech Group Ltd. participating at the Chamber and region sponsored "Marketplace," an event designed to promote the convention industry.



The above photo is only a small portion of the over 1600 employees of local business and industry who participated in the Chamber's 4th Annual Hamilton Corporate Challenge.



Past President N. B. Preece addressing McMaster/Mohawk students at the Chamber sponsored business/ student reception.



President B. R. Boatman, (left) is joined by Regional Chairman Wm. Sears (right) and Police Chief Robert Hamilton (centre right) and Deputy Chief Colin Millar at a Chamber and Province of Ontario sponsored seminar on energy.



And secretaries were recognized during "Secretaries Week" with special draws in the Chamber's Executive Dining Room.



**"THE COMMUNITY COMMITMENT  
CONTINUED IN 1987"**



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## EDUCATION & STUDENT SERVICES

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### H. RUSSELL

#### *Chairman*

- Co-ordinated the Chamber's 10th Annual "Career Day" for area Grade XI secondary school students. More than 1,000 attended the half-day event at Mohawk College and received career counselling from over 200 professional and education resource people.
- Sponsored area students to the "Forum for Young Canadians" in Ottawa. This outstanding program provides participating students with an overview of Canada's Parliamentary system of government.
- Presented the J. G. Smith Award to a student at Mohawk College who was judged to have submitted the best written essay on one aspect of Canada's economic system.
- Approved 22 applications for the Province of Ontario's "Student Venture Capital Program" which enabled young entrepreneurs to set up their own summer businesses. Financing was provided by the Royal Bank of Canada.
- Continued to be represented on the Board of Directors of the Industry-Education Council of Hamilton-Wentworth.
- Co-sponsored with the Advertising and Sales Club of Hamilton, the Industry-Education Council and the Ontario Co-operative Education Association "Career Symposium '87" at which Chamber President Barrie Boatman addressed the skills training needs of business in the short and long-term future.
- Participated in the judging of the Walter Clark Outstanding Teacher Award. This award is presented annually by the Ontario Secondary School Teachers' Federation.
- Continued to support Junior Achievement and provided judges for its annual "President" and "Company of the Year" awards.
- Hosted a membership breakfast/seminar with the Honourable Gregory Sorbara, then Minister of Skills Development, and other representatives of the federal and provincial ministries related to Skills Development.
- Hosted a Student Reception for McMaster MBA and Commerce Society Students together with business students from Mohawk College, for the purpose of meeting and holding informal discussions with area business leaders.
- Provided input to the Ministry of Education's "Draft Curriculum Guidelines for Development of Entrepreneurs".
- Monitored the very controversial Secondary School Funding issue and kept abreast of conditions relative to overcrowding in many high schools in the area.
- Expressed concern over the rising level of compensation paid to School Trustees throughout the Region.
- Assisted in developing a schedule of classroom presentations on business topics such as "Entrepreneurship"; "How to Start a Small Business"; "Business Issues"; "Skills Training Needs of Business Tomorrow".
- Met with Education officials and toured George Vanier High School.

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## FINANCE AND TAXATION

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### WM. TRAYNOR

#### *Chairman*

- Developed a position opposed to the designation of Montreal and Vancouver as International Banking Centre and communicated that position to the appropriate authorities in Ottawa.
- Organized a membership breakfast on the subject of "Liability Insurance" for non-profit organizations.
- Hosted a membership breakfast to review the myriad of changes relating to "Tax Reform".
- Played a vital role in recommending and reviewing proposed resolutions to the Ontario and Canadian Chambers of Commerce on issues relating to taxation and other financial matters of concern to the membership.
- Expressed concern over the lack of direction taken by the Federal Government on changes and improvements to the Unemployment Insurance Program.

- Revised the annual Year End Tax Check List for the information of members.
- Provided a spokesman to speak to the area media on behalf of the business community on "Budget Nights" throughout the year.

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## GOVERNMENTAL AFFAIRS

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### A. TAPAJNA

#### *Chairman*

- Made representation to the Provincial Social Assistance Review Committee encouraging a shift in emphasis towards skills training and employability and the establishment of a "sunset" clause for those on the social assistance treadmill.
- Organized another successful "How to Chair a Meeting" seminar designed to assist people on volunteer boards and committees run better meetings.
- Heard from a variety of political speakers including Alderman Don Ross, Alderman Terry Cooke, M.P.P. Shirley Collins, Regional Councillor Ann Sloat on current community issues.
- Voiced objection to the proposed Federal "Lobbyist Bill" which would require organizations, professionals and many others to register as political lobbyists.
- Sponsored the annual "State of the Region" Breakfast with Guest Speaker, Regional Chairman Wm. Sears.
- Organized "All Candidates Debates" for the provincial election in September and the Federal by-election in July.
- Developed "The Opinionator" to research members' opinions on high profile topics and issues under discussion in Chamber committees.
- Organized a member's "Visit to Ottawa" in October to meet with local M.P.'s regarding issues concerning Greater Hamilton, including a visit with the Honourable John Crosbie, Minister of Transport to review conditions at Hamilton Airport. The tour also included a quick stop at Question Period in the Commons.

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## HOSPITALITY AND TOURISM

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### B. MASSEY

#### *Chairman*

- Developed recommendations regarding improved signage at gateway entrances to the Greater Hamilton area for consideration by a Regional Signage Study Group.
- Continued to provide support for a "Hospitality Skills Training Course" at Mohawk College.
- Organized a "Career Awareness Workshop" which focused on tourism and the arts industries in co-operation with the Industry Education Council. In attendance were all Guidance Counsellors from throughout the region.
- Organized a very successful "Hospitality Week" in June to raise the awareness of the economic impact of tourism on the local economy.
- Recommended that the Canadian Government not replace its Canadian staff at Canadian Consulates in the United States and communicated that position to the Federal Minister involved.
- Developed various tourism related recommendations for submission at the Annual Conventions of the Ontario and Canadian Chambers of Commerce.
- Provided input to the Marketing Plan of the Regional Economic Development Department.
- Organized a very successful "Greater Hamilton Convention Marketplace" to encourage awareness of what the area has to offer convention organizers and delegates. This event was held in co-operation with the Region's Visitor & Convention Services and the City of Hamilton with assistance of Hamilton Entertainment and Convention Facilities Inc.
- Co-ordinated the details associated with the "1st Annual Convention Ambassador Awards" banquet to honour those resident of Greater Hamilton who had successfully bid for conventions. The event was held in co-operation with the City of Hamilton and the Region of Hamilton-Wentworth.



- Encouraged the City of Hamilton to consider locating the Hamilton-Scourge Project at the proposed Hamilton Water-front Project.
- Recommended to the Minister of Tourism and Recreation that an Ontario wide program be implemented to assist local municipalities create, or improve tourist information centres within their jurisdiction.
- Supported local Special Events, Attractions and convention Organizers by providing complimentary profiles and upcoming convention listings in Chamber publications.
- Supported the creation of a Regional Tourism Advisory Board to provide private sector input to the marketing programs of the Region's Visitor and Convention Services Department.

## INDUSTRIAL RELATIONS

### D. NICHOLSON

#### Chairman

- Presented the views of the Greater Hamilton Business Community to both the federal and provincial governments on issues of major concern (i.e. Pay Equity, Overtime, Occupational Health and Safety).
- Monitored all legislation impacting on Employer/Employee Relations
- Commissioned a comprehensive "Hamilton Office and Sales Compensation Survey" for use by area employers.
- Committee members authored several major articles for PANORAMA magazine on issues such as HEALTH IN THE WORKPLACE and PAY EQUITY.
- A number of Guest Speakers shared their expertise with the committee membership on issues as diverse as Pay Equity, Profit Sharing and the Regional Occupational Health and Safety Centre Proposal.
- Continued to conduct surveys of the membership on subjects such as Vacation Policy, Mileage/Kilometer Expenses and Employer Paid Holidays. The results were subsequently published in Chamber publications and proved to be of major benefit to employers.
- Hosted an extremely successful seminar on Health and Safety.

## INTERNATIONAL TRADE

### L. STEPHENSON

#### Chairman

- Participated in activities and promotions associated with Canadian Export Trade Month.
- Presented the Third Annual "Export Medal of Merit Award" to SUSAN SHOE INDUSTRIES LTD. of Hamilton.
- Hosted several guest speakers on topics such as Letters of Credit, The Hamilton-Wentworth Business Advisory Centre, International Trade for Smaller Businesses.
- Sponsored an "EXPORT OPPORTUNITIES CONFERENCE" in co-operation with the Ministry of Industry, Trade and Technology and the Federal Department of Regional Industrial Expansion, which provided local business the opportunity to talk to over 30 Canadian Trade Commissioners from various countries on export opportunities available to them.
- Monitored the continuing discussions on "FREE TRADE" and its potential effects on the Hamilton Business community.
- Sponsored a well attended "FREE TRADE" Luncheon with Guest Speaker Charles Garneau from the Federal Trade Negotiations Office.

## SPECIAL EVENTS

### J. BRUNO

#### Chairman

- Organized a successful "Ski Day" for Chamber members and their guests.
- Co-ordinated "Chamber of Commerce Week '87" which included a Fashion Show, "Image Making" Special Event Breakfast, a State of the Region Breakfast, and a tribute to secretaries during "National Secretaries Week".
- Promoted local events and attractions through theme nights at "Mardi Gras" "Flamboro Downs" and a "Macassa Bay Boat Cruise".
- Arranged two membership excursions to Blue Jays Baseball games.
- Hosted a "Mixed Two-Ball Golf Tournament" for members and their guests.
- Co-ordinated the Chamber's Annual "President's Golf Tournament" at Glendale Golf & Country Club.
- Organized a membership tour of the Toronto Stock Exchange including a visit to Queen's Park.
- Arranged a very successful Curling Bonspiel.
- Sponsored a Dinner/Theatre with John Denver at Copps Coliseum.
- Hosted several New Member Receptions to acquaint those new to the organization with the benefits of Chamber membership.

## TRANSPORTATION

### L. KIRKBY

#### Chairman

- Maintained a watch over developments in the following areas critical to the future of the community — Airport, Access Roads, Harbour, Public Transit and Rail Services.
- Key Individuals from important transportation sectors addressed and advised the committee on a continuing basis. Included were representatives from Air Ontario, Ontario Trucking Association, Regional Airport and Transportation Committees, Perimeter Road Consultants, International Air Cargo, and the Hamilton Harbour Remedial Action Plan.
- Co-ordinated an inspection tour of Hamilton Harbour in co-operation with the Hamilton Harbour Commission.
- Continued to support the proposed East/West and North/South Road System and endorsed the Provincial Cabinet's announcement of the approvals necessary to begin the project.
- Liaised with the Hamilton Harbour Stakeholders Committee to develop a "Remedial Action Plan" for the Harbour and its environs.
- Monitored the question of "Extended Length Vehicles" and their usage on provincial highway systems.
- Arranged a delegation to meet the Honourable John Crosbie, Federal Minister of Transport to discuss pending applications for increased service to and from Hamilton Airport.
- Supported the designation of Hamilton Airport for processing transshipments of inbound cargo freight.
- Voiced concern to the Regional Transportation Committee on the process used to co-ordinate major road closures in the region and the economic impact such closures were having on the community's business sector.



# 142ND ANNUAL MEETING WEDNESDAY, APRIL 6TH, 1988 ROYAL CONNAUGHT HOTEL

BUSINESS MEETING 5:00 P.M.

DINNER 6:30 P.M.





# Health centre need unproven: chamber

## C of C seeking nominations for top businesses

**EDITOR'S NOTE:** The past 12 months have been exciting times for the region's business community. Commercial activity has reached a record high and dollar

they've had a very big impact on us as a nation. But I can't help but feel there'll be some aftermath from the crash. There's a lack of

together. The committee will have an executive director and be funded 50 per cent by the region and 50

provincially. Health drawn fire submission Hamilton-Wentworth.

THE SEARCH is on again for the top businesses in Hamilton-Wentworth.

The chamber of commerce is seeking nominations for its fifth annual Achievement Awards to be presented in the new year.

The competition is open to all businesses in the region, whether or not they are chamber members. Two awards will be presented, one for small businesses with 99 employees or less and one for large firms. Nominations can be made by anyone.

Among the criteria that are considered are entrepreneurship, high standard of employee relations, promotion of Hamilton-Wentworth outside the area and sales and employment growth.

## Task force proposal comes under fire Chamber boss sees '87 as pivotal

By JENNIFER GRAY-GRANT  
The Spectator

THE END of his speech support-free trade, Charles Garneau was asked a gift in a gold-paper wrap.

Is it the final text?" he asked. 70 people present laughed. But underlying the desire to see the final of the free-trade agreement between Canada and the United States as possible.

Mr. Garneau, 33, senior analyst in federal Trade Negotiations, told a lunchtime audience in Hamilton yesterday a final draft of agreement could be ready "within next two weeks."

the smokescreen of waiting for the final text," Mr. Garneau said. He said that even when the agreement is completed on paper, there will be time for discussion.

"Nothing in January 1989. When we have the details of the trade impact industry by industry." Other questions arising at the meeting, sponsored by the Hamilton Chamber of Commerce, were on the effects of free trade on jobs.

Mr. Garneau said four to five million Canadians change jobs each year, and the programs in place to help them with retraining could accept people who lose them as a result of free trade.

in the initial 10-year phase-in period, 70,000 of those in Ontario.

Mr. Garneau admitted that inter-provincial trade protectionism would not be affected by free trade. He said that if the free-trade deal is signed, continued protectionism within Canada "makes us look even more stupid than we did before."

He said the deal is good for Canada because it recognizes and solves the problem, now before the U.S. Congress, of protectionist bills that would hurt Canadian industries.

Canada can't rely on the General Agreement on Tariffs and Trade, the international agreement that governs most world trade, to solve disputes, he said.

## Top executives coming to town

FOUR OF Canada's top business executives will be offering their economic forecasts in Hamilton next month as members of the annual Presidents Panel, sponsored by the Hamilton and District Chamber of Commerce. The four are:

- John Pollock, chairman, president and chief executive officer of Electrolux Ltd.
- John Cleghorn, president of the Royal Bank of Canada.
- Ted Priestner, president and chief executive officer of Hamilton-based Westinghouse Canada Inc.
- Walter Tilden, chairman of Tilden Rent-a-Car System Ltd.

The dinner meeting takes place in downtown Hamilton Holiday reception at 5

## Chamber pushes skills training

By CHRISTINE COX  
The Spectator

TOO MANY students leaving school lack the skills that industries need if

a business, in such areas as office automation, computers, office furniture, telecommunications equipment, stationery and supplies, corporate travel and accounting services.

"Our research indicates there was a need for a in the community so wouldn't have to go out wouldn't see what services are available

## Susan Shoes wins chamber export award

SUSAN SHOE Industries Ltd., the Hamilton footwear and automotive products manufacturer, has been awarded the Export Medal of Merit Award for 1987 by the Hamilton and District Chamber of Commerce.

The award, which recognizes companies who have greatly increased their export business and broken into new markets, was presented to company president, Stephen Sedbauer, last night in a ceremony at the Hamilton Con-

## Planning begins for area's first business show

while, but he's hoping up to 200 businesses will participate. The show is expected to attract 5,000 visitors. A news release said the Business

## Snub free trade at our peril C of C cautioned

Stories by JAMES ELLIOTT  
Special to The Spectator  
THE FREE-TRADE agreement should not be seen as a threat to either Canadian sovereignty or jobs but rather as an offer from the Americans "to cut us in for a piece of

"slight" reduction in food and cost-of-living. Not only is free trade a good proposition for this generation but offers "long-term, greater security for you, your children and your grandchildren."

he said. Lessened that, lot of trouble remarks a population

## Hi-tech firms named top award winners in Commerce sweeps

TWO COMPANIES that have found hi-tech prosperity up in the sky received business achievement awards from the Hamilton and District Chamber of Commerce last night.

Since achieving that goal, he said his overriding objective has been building his team of 130 employees, whom he credits for the company's success.

## Government and Chamber honor convention boosters

By NICK KREWEN  
The Spectator  
HAMILTON'S TOURISM picture has never looked brighter, the region's manager of visitor and con-

